

4-10-2013

Massachusetts Small Business Development Center Network: Boston Regional Office and Minority Business Center

Massachusetts Small Business Development Center, University of Massachusetts Boston

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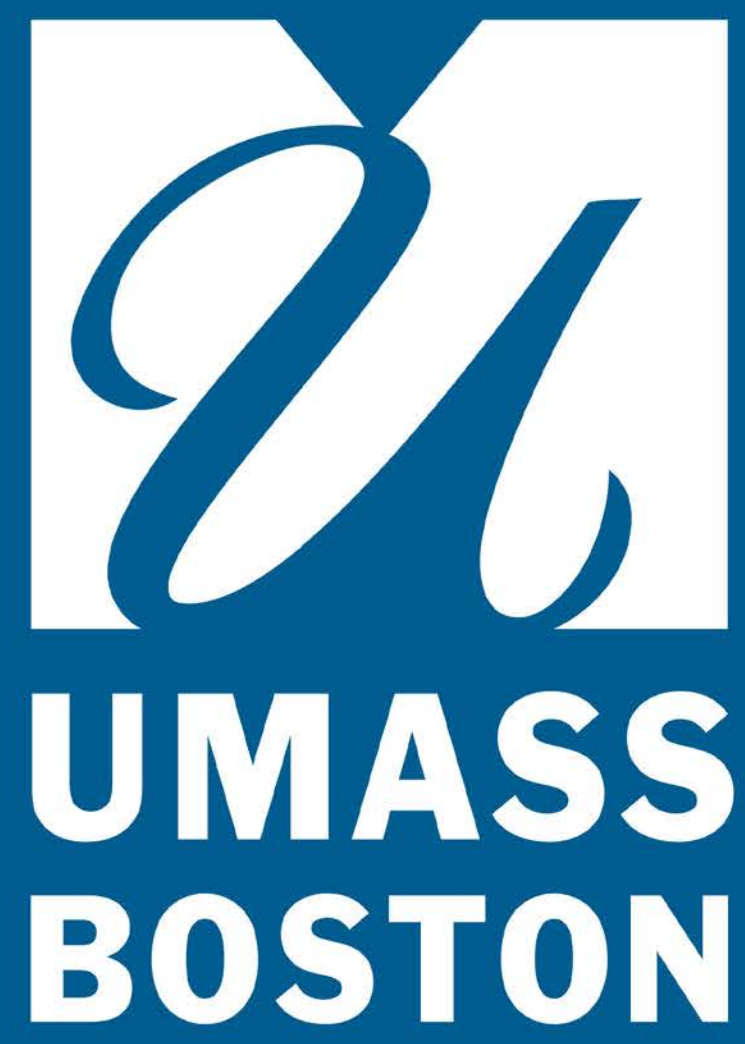


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Recommended Citation

Massachusetts Small Business Development Center, University of Massachusetts Boston, "Massachusetts Small Business Development Center Network: Boston Regional Office and Minority Business Center" (2013). *Office of Community Partnerships Posters*. Paper 80. http://scholarworks.umb.edu/ocp_posters/80

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Massachusetts Small Business Development Center Network

Boston Regional Office and Minority Business Center

About Us

Hosted by the College of Management, we are part of a statewide business assistance program providing **FREE one-on-one counsel to entrepreneurs**, seeking help with business growth, financing, loan assistance, strategic marketing and operational analysis. Our services are available to the public and members of the University of Massachusetts Boston community, including students, faculty, and staff. We also offer **workshops and training programs** on a variety of topics targeted to the needs of small business. You can reach us at 617-287-7750.

Mission

The MSBDC Network contributes to the entrepreneurial growth of small businesses throughout Massachusetts by providing high-quality, in-depth advising, training, and capital access.



BOSTON PRIVATE BANK
& TRUST COMPANY

Impact

During **Federal FY12** our team:

- Provided **business advisory services** to **542 clients** through **2,086 counseling hours**.
- Conducted **15 workshops** for **572 attendees** in partnership with various orgs.
- Facilitated **31 deals totaling \$3.9M** in total capital.
- Assisted **18 new business starts** resulting in **158 jobs created/retained**.

Services were provided at UMass Boston and our network of 10 outreach sites including Chambers of Commerce (Arlington, Cambridge, Newton-Needham, Somerville, South Shore, Quincy, and Waltham-West Suburban), Bunker Hill Community College- Community Center for Entrepreneurship, Cambridge Innovation Center's Venture Cafe and the Harvard I-Lab.

Approach

Our network structure enables us to offer three integrated product lines: **Business Advisory Services, Government Contracting, and International Trade Assistance**. Services are delivered through a statewide network of skilled professionals (most of whom are former entrepreneurs) supported by a vast network of federal, state, educational and private sector partners.

Collaboration

- **UMass Boston** - College of Management, Office of Government Affairs, Office of Community Relations, Office of Research and Sponsored Projects, Venture Development Center, Entrepreneurship Center, Institute for New England Native American Studies.
- **Key external relationships** - SBA, MA Office of Business Development, City of Boston.
- **Minority enterprise** - Greater New England Minority Supplier Development Center, Comm. of MA Supplier Diversity Office.
- **Economic development** - Local CDCs, incubators, business competitions, entrepreneurial training resources.
- **Funding** - Traditional and alternative lenders, public and quasi-public agencies, micro-lenders, venture capital and angel groups.

References and Resources

- Center website- www.sbdc.umb.edu
- Fan page- www.facebook.com/SBDCBoston
- MSBDC State Office- www.msbdc.org
- Small Business Administration- www.sba.gov
- Commonwealth of Mass- www.mass.gov

Partnerships

A partnership program with the **U.S. Small Business Administration** and the **MA Office of Business Development** under cooperative agreement SBAHQ-13-B-0005 through the **University of Massachusetts Amherst, Isenberg School of Management**.